

Dear Preferred Mary Kay Customer,

I am so excited!! I'll come right to the point. I am in a very special sales contest right now with Mary Kay. In order to qualify, I must have a \$1,000 DAY in August! Sounds like a lot, doesn't it? I truly want to achieve this challenge, and I am asking for your help.

Do you need any gifts, or do you simply need to stock up on the #1 Best Selling Brand of Skin Care and Color Cosmetics (just announced for the 13th straight year)?

Mark your calendar for \_\_\_\_\_ as my special day. I am asking all of my neighbors, customers, family, and friends to go shopping *Mary Kay style*. The best part is that everything is 10% off! And, for every \$25 you purchase, your name will be put into a drawing for a \$50 Mary Kay Shopping Spree - 2 will be given away! Please feel free to pass this offer on to your friends and family who do not have a Mary Kay Consultant (I don't want to take business away from a sister Consultant who might also be taking up the challenge). You will also get an additional entry in the drawing for each \$25 referral that you send my way. Plus, you will get a FREE Limited Edition gift with purchase (the exciting Mineral Eye Color Quad - pictured in the center above) with orders over \$40 (after discount).

What a great time to treat yourself to our fantastic Microdermabrasion Set, try the NEW TimeWise Replenishing Serum+C, sample the NEW Eau de Toilette Shower Gels and Sugar Scrubs (in 4 delightful fragrances), pamper your facial skin with the NEW TimeWise Trial Miracle Set, make a statement with one of our incredible Mary Kay fragrances (there are eleven to choose from), or just stock up on all your basic Mary Kay products.

You may order through my personal Mary Kay website at [www.marykay.com/bethaustin](http://www.marykay.com/bethaustin) or call me at 256.223.1170. Please leave a message if I am not immediately available. I must have your order no later than 10:00 PM. You can pay by cash, check, VISA, MASTERCARD, or DISCOVER, and there is free shipping on all orders.

I am tickled "PINK" about this \$1,000-day Challenge! Since it is impossible to contact everyone by phone, I felt that writing to you was best. I appreciate you, and I sincerely *THANK YOU* in advance for being such a great customer and making my \$1,000-day goal a reality!!!

Sincerely.

